

CHICKENS OF MARCUS A. MARKS COME HOME TO ROOST

During the last campaign Marcus M. Marks, president of the National Clothiers Association, declared that if Bryan were elected his company and other companies would cancel a large number of orders and many working men in his trade would be thrown out of employment.

At the special session of congress he protested unsuccessfully against republican party legislation by which the public must pay \$120,000,000 more for garments than they paid last year. This enormous margin is going into the pockets of not more than one hundred already enormously rich men.

The showing made by Mr. Marks and his associates as told by the Philadelphia North American in its issue of July 20, is in substance as follows:

"Relying on their influence to insure a high protective tariff on raw wool, the large wool men in this country have stored away millions of pounds of that product until the tariff bill shall have been passed by congress. As a result, the American public will have to pay \$120,000,000 more for its clothing. The average prices for woollens and worsteds for next spring are 25 per cent more in this country than they were last spring. In London, the wool market of the world, prices have advanced only 6 per cent."

The Philadelphia North American article follows:

By keeping up the tariff on wool congress will place an additional tax of \$120,000,000 upon the people of this country for clothing next year. So confident have the raw wool interests been that the tariff will not be reduced in the bill now before congress that they have stored millions of pounds of wool and expect to sell it for next year's clothing at prices which prevailed before the 1907 panic and which are 19 or 20 per cent higher than are quoted in London.

This declaration was made yesterday to the North American by David Kirschbaum, of A. B. Kirschbaum & Co., one of the largest clothing manufacturing houses in the country.

It is asserted by Mr. Kirschbaum that the wool men who have thus held their wool for a higher market must either have relied upon their influence to control the situation in congress or must have had assurances that no change in the duties on wool would be made.

Clothing manufacturers throughout the United States, on the other hand, Mr. Kirschbaum says, took President Taft at his word, and looked for a material reduction in the tariff on wool. Thousands of appeals to the president to redeem his and the party's pledges are now, Mr. Kirschbaum said, going into Washington with every mail.

His statement as to the force and extent of the protest that is being made by the clothing men of the country was substantiated by those of other manufacturers.

He asserts that if the pledge meant anything, the first place to begin was on the wool schedule.

"The average prices of woollens and worsteds for the spring of 1910," said Mr. Kirschbaum, "are approximately 25 per cent higher than what they were for the spring of 1909 in the United States.

"That this increased cost is due to conditions prevalent in America only is proved by the fact that the price of spring woollens in 1910 in England are only from 5 to 6 per cent more than they were for the spring season of 1909.

"London is the wool market of the world. Whatever wool is imported into this country is almost invariably bought through London. Therefore, London being the wool market of the world, the increase there would indicate the natural increase that ought to be demanded here.

"If the manufacturers of America are enabled, through an unreasonable high wall of

protection, to increase the price of woollens from 20 to 25 per cent, while English manufacturers only have raised the prices from 5 to 6 per cent, the conditions here speak for themselves.

"Wool has been stored to the extent of millions upon millions of pounds, not only in Boston, but in cities like Philadelphia, with a reasonable assurance that the wool tariff would not be tampered with, and that they would eventually get the same prices for the raw wool that prevailed before the panic.

"The clothing manufacturers throughout the United States took President Taft's word, which was a pre-election pledge, records of which are obtainable, stating that raw products would come in free, or the rates of tariff would be very materially reduced.

"For these reasons we were justified in expecting that we and other clothing manufacturers would be able to continue our policy of giving to the trade, or the wearers, thoroughly trustworthy fabrics in their garments.

"We expected that we would get, through the proper legislation, such woollens as would enable us to give as good values as we have been giving, but the more prominent wool and woolen men of this country, on the contrary, stored quantities of all grades of domestic wool, feeling assured that President Taft and the republican party's pre-election pledges would not be kept, and that the issue would be sidetracked.

"There are less than 20,000 people employed in the raising of wool in the United States. Ninety per cent of the people engaged in this industry are not owners of the sheep; therefore, it leaves 10 per cent of the whole that are owners or directly financially interested in this tariff. More than 90,000,000 people are overtaxed for the sake of protecting a handful of wool barons.

"There is but one way by which President Taft can keep his promise to the people of the United States, and that is by referring schedule K back to the house, and having the wool question re-opened.

"There is no raw material used in the manufacture of anything so vitally important to the American public as raw wool, and there is nothing so highly and so unjustly protected as raw wool.

"I think that the president is getting more detailed information on this wool subject than he has had in all the months previous to this time. President Taft owes it to every citizen of the United States to see that this tariff is revised.

"There is not a community in the United States that is not agitated over this subject. The little commercial bodies, even in towns of from 3,000 to 4,000 people, have started petitions signed by the leading citizens of their community and are forwarding the same to Washington. A tariff of 45 per cent ad valorem on all grades of wool would satisfy the clothing manufacturers."

Letters like the following are now going out from many of the clothing manufacturers in the country to their trade. This one, we are sending to all the firms on our books:

"Dear Sir: Within forty-eight hours you will receive from the National Association of Clothiers a copy of its statement appealing to the president of the United States for relief from effects of the prospective tariff legislation. The rate of duty on wool and woollens, as provided by the bill now before congress, does not redeem the platform pledges of the republican party. On the contrary, the proposed measure has already caused an advance of as much as 32 per cent in the price of spring woollens for 1910. This is an injustice to the American people—an injustice to your customers. You owe it to your patrons to do everything in your power to prevent the final enactment into law of such a bill. In order to strengthen and support the campaign for relief which is being waged by the National Association of Clothiers, we advise that you telegraph President Taft and your congressman immediately, protesting against a tariff that will increase the cost to the wearers of men's and boys' clothing in this country \$120,000,000 for the year 1910—an amount double the value of the entire wool clip of the United States. Doubtless you feel as we do; namely, that it is both your right and your duty to demand that the president and the republican party redeem their pre-election

pledges to revise the tariff downward. Telegraph without a moment's delay. Yours very truly,
A. B. KIRSCHBAUM & CO."

The following letter, Mr. Kirschbaum says, has been sent to the president by the National Association of Clothiers:

"The National Association of Clothiers has already filed with you its objections to the wool schedules embodied in the tariff bill now in conference between the houses of congress.

"Practically no change from the Dingley bill has been embodied in the new tariff, and we must therefore assume that no relief from the present unfavorable conditions can be had save through your intervention.

"An industry whose product is used by practically every person in the United States appeals to you for simple justice, not for itself alone, but for the consumers of the country.

"Eighty million wearers of woollens are paying yearly much more than the total value of the domestic wool clip to afford excess profits to a comparatively small number of sheep raisers and worsted yarn spinners.

"We are not opposed to a reasonable protection to the wool grower, and to the domestic manufacturer, but from our practical experience we know that the Dingley bill, through the unjust discriminations against the lower and cheaper grades of wool, has created a condition which has decreased the weight and durability of the clothing worn by the masses of the people and unduly advanced the price of the depreciated cloth. Should present tariff conditions continue the situation will grow worse and the burden on all woolen clothing extremely heavy.

"The pre-election pledges led the people of the country to assume that there would be such a revision of the tariff as would afford relief from oppressive conditions bearing heavily upon the consumer.

"We are convinced that there is no schedule in the entire tariff which is so important as the one covering wool. As the product of the clothing manufacturers is an absolute necessity to the masses, who suffer under present conditions, we are impelled to ask you to disapprove the entire tariff bill should it not afford the relief in this particular which the people have been led to expect. Respectfully submitted,

- "Marcus M. Marks, of David Marks & Sons, of New York City, President of the National Association of Clothiers, Chairman;
- J. Kuppenheimer, of B. Kuppenheimer & Co., Chicago, Ill.;
- "Siegmond B. Sonneborn, of Henry Sonneborn & Co., Baltimore, Md.;
- "David Kirschbaum, of A. B. Kirschbaum & Co., Philadelphia, Pa.;
- "Louis E. Kirstein, of the Stein-Bloch Co., Rochester, N. Y.;
- "Frank R. Chambers, of Rogers, Peet & Co., New York City;
- "William Goldman, of Cohen, Goldman & Co., New York City;
- "E. R. Smith, of E. R. Smith & Co., Boston, Mass.;
- "W. R. Corwine, Secretary."

Sidney A. Aloe, of the firm of A. B. Kirschbaum & Co., is the president of the Philadelphia Clothiers' Association, the local branch of the Clothing Association of the United States. As such, Mr. Aloe has had general charge of the campaign against high duties on wool, so far as the Philadelphia manufacturers are concerned. Mr. Aloe said:

"Within the next forty-eight hours, President Taft will receive at least 50,000 personal appeals, in the form of original telegrams, direct from clothing manufacturers and dealers. All of these telegrams will insist that the president shall stick to his campaign promises.

"No such widespread movement was ever before organized. The telegrams will come from every city and town in the United States, and each message will call attention to the fact that he and his party are pledged to downward revision. It will amount to a telegraphic inundation of the White House.

"Philadelphia manufacturers of clothing have all sent these telegrams, and most of them will send a second dispatch. The dealers in clothing are to follow at once.

"All clothing men know that what is needed on the present duty on wool is downward revision. As the tariff is under the Dingley bill, 40 per cent of the wool used in the United States is imported, this for the reason that the wool produced in the United States is not sufficient to supply the demand. Only 60 per cent of the amount of wool needed by American manufacturers is furnished by American sheep raisers. "It will be apparent to any reasoning man